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Diamond's Getting More model of negotiation focuses on finding and valuing the perceptions and emotions of others, rather than using the traditional tactics of power, logic, and leverage. The subject of his award-winning course at UPenn, the model is also the basis for his third book, Getting More, in which Diamond proposes a new model of human interaction.

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Getting More is based on Professor Diamond ' s award-winning negotiations course at The Wharton Business School, where it has been the most sought-after course by students for 13 years. It contains a powerful toolkit that can be used by

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Professor Diamond ' s book on negotiations, *Getting More: How To Be A More Persuasive Person in Work and Life*, is a New York Times bestseller and #1 U.S. business bestseller on the Wall Street Journal and USA Today lists. Worldwide it has sold more than 1.2 million copies and has been translated into 19 languages.

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Stuart Diamond is an American Pulitzer Prize-winning journalist, professor, attorney, entrepreneur, and author who has taught negotiation for more than 20 years at the University of Pennsylvania's Wharton School of Business. He currently teaches the course at University of Pennsylvania School of Engineering and Applied Science as "Engineering Negotiation" and a Negotiations Course at Penn Law ...

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As director of the world-renowned Wharton Executive Negotiation Workshop, Professor G. Richard Shell has taught thousands of business leaders, lawyers, administrators, and other professionals how to survive

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